

PART VII

Farm Marketing and Level of LivingLocation for Marketing

Clallam County farms are somewhat handicapped for marketing in the metropolitan area of the Puget Sound Basin. In earlier years surplus products were moved by water or sold to shipping in the Straits of Juan de Fuca. Today most products move by truck and are required to use across Sound ferries to reach ultimate consumers or major terminal and transshipment market centers. The peninsular isolation, however, affords commercial farmers some advantage in the north Olympic Peninsula market area of Clallam and Jefferson Counties which has a combined population of 31,200 consumers. While Clallam County dairymen and livestock farmers have ferrying costs to contend with, they are within economical distance of the Seattle-Everett urbanized area. They have marketing access to the Puget Sound Basin with its population of over 1,000,000 persons. By truck and ferry Clallam County's commercial farms concentrated in the Sequim-Dungeness Lowland are within 75 miles or three hours travel time by vehicle and ferry from Seattle. A few livestock producers in the western extremities of Clallam County are more adversely handicapped by a time and distance twice as great. In recent years farm-to-market conditions have been greatly improved by modernization of highways and truck and by establishment of more frequent schedules of ferry service.

Transportation

An important cost factor in transporting farm products out of Clallam County are the freight tolls across Puget Sound via Washington State ferries. Rates are graduated by gross weight of trucks and trailers. As an average, tolls on irregular shipments of commercial crops or livestock amounts to about \$1.50 per ton. On regular and frequent hauls of 12 trips or more per week, such as used by dairy tank trucks, the commuting rate is 20 percent less, or about \$1.20 per ton. A major cost in Clallam County marketing is the hauling cost of milk moved to Seattle. Total costs including ferry tolls average about 45 cents per hundredweight of milk.

Clallam County has one major route of transportation for farm products, particularly milk. This includes trucking over U. S. Highway 101 from Forks, Port Angeles and Sequim thence over Highway 2-E via two ferry crossings to Edmonds north of Seattle. Trucks on this route have to use two ferries—one crossing Hood Canal and another crossing Puget Sound. Ferry service across these two water barriers is provided by Washington State Ferries, a state-owned utility. The service is on a schedule of 24 crossings per day between 6:00 A.M. and midnight.

Clallam County has other routes of secondary use for agricultural marketing. These include a ferry service 4 times daily across the Straits of Juan de Fuca between Port Angeles and Victoria, British Columbia. Another ferry route on a schedule of 3 trips daily is between Port Townsend and Whidbey Island. A minor volume of farm products is hauled by truck southward to Shelton and Olympia and to Grays Harbor by use of the Olympic Highway loop, U. S. 101. Farm forest products sold to mills and shippers in south Puget Sound are moved over these highway routes.

For export of less perishable commodities and import of bulky supplies, Clallam County agriculture makes use of barge and water freight services available at Port Angeles and Port Townsend. The Chicago, Milwaukee, St. Paul and Pacific Railway, Canadian Pacific Railway and several tug and barge companies provide a freight service for reaching markets or obtaining supplies across Puget Sound. The area is served by four franchised motor-freight companies that connect it with major cities of western Washington.

Income, Value of Farm Products Sold

Agricultural marketing in Clallam County during 1954 returned a gross income of over \$2,854,390 to the farming population. Total sales were greater than in 1949 when the total was about \$2,656,250. This resulted from increased production of dairy and poultry products and also from a larger volume of farm forest products sold. In total value of products marketed by farmers, Clallam County ranked twenty-eighth in the state.

Total Value of Farm Products Sold in 1954: \$2,854,390

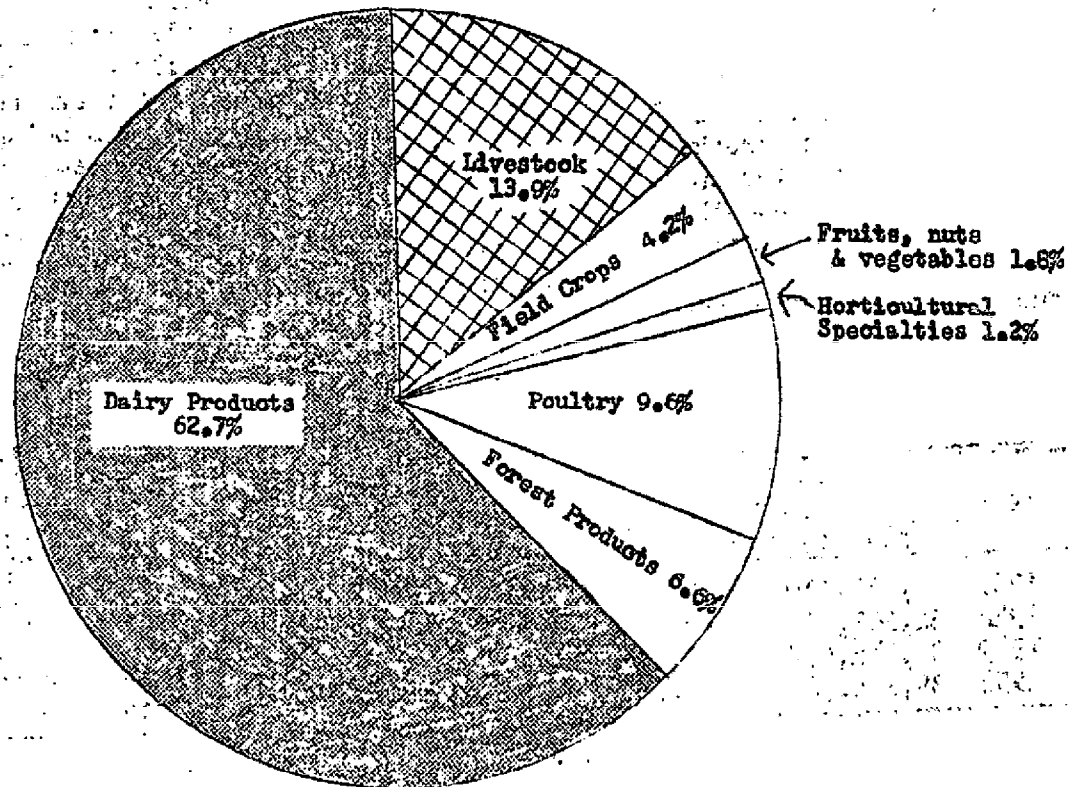


Figure 13.- Sources of Cash Income, Clallam County Farms, 1954

Source: U.S. Census, Agriculture

Farm gross income from sales of products was divided up among 392 commercial farms. Only about one-third of all rural places defined as farms by the Census were classified as commercial operations selling \$250 or more worth of products. Noncommercial farms, largely part-time and residential, numbered 640. A large proportion of farm sales are made by farms in the annual gross income classes of \$2,500 to \$10,000 per year. As an average for all commercial

farms, gross income from sales was \$7,280 per farm in 1954. There were only 61 farms which sold over \$10,000 worth of products. Most of the higher income farms were in dairying.

Marketing Dairy Products

The shipping of whole milk to Puget Sound cities and to local milk processing plants is the major agricultural marketing activity in Clallam County. In 1954 there were 226 farms selling whole milk and 150 selling cream. Milk and cream sales amounted to nearly \$1,790,000 in 1954 and accounted for about three-fifths of total farm product sales.

The volume of whole milk sold has increased since 1939 and was at a high of 39,248,760 pounds in 1954. Cream sales have declined sharply since 1939 as dairy farms have turned to marketing Class I and II milk to fluid milk distributors and milk processing plants.

Clallam County dairying includes 135 commercial milk producers who market under the regulations of the Puget Sound, Washington Milk Marketing Area (Federal Milk Order No. 25) 1/. Clallam is a surplus milk area and nearly half of its whole milk is delivered by tank trucks across Puget Sound for bottling and distribution. In 1957 about 96 percent of whole milk was being delivered to plants by tank truck. In addition to plants in the Seattle-Everett area, Clallam County dairymen market Class I and II milk to dairy farmer cooperative plants and independently owned plants in Port Angeles, Sequim, Port Townsend and Bremerton. At Sequim and Port Angeles cream, butter, ice cream and cottage cheese are important processed products manufactured from the whole milk produced in the local area.

Table 23.- Dairy Products Sold From Farms
Clallam County, 1920-1954

Year	Whole Milk Sold From Farms		Cream Sold From Farms		Butter Sold From Farms	
	(pounds)	(dollars)	(pounds)	(dollars)	(pounds)	(dollars)
1939	19,432,110	\$ 421,674	654,090	163,520	6,528	1,830
1944	34,201,610	1,104,692	278,876	139,440	210	95
1949	33,316,670	1,526,413	204,137	127,570	no data	no data
1954	39,248,760	1,709,442	139,297	80,250	no data	no data

Source: U.S. Census, Agriculture

Marketing Live Animals

Livestock sold for slaughter, feeders and breeding stock makes up the second most important type of agricultural marketing. Total livestock sales in 1954 were \$395,600 made by nearly 600 different farms. Major sales are

1/ Nicholas L. Keyock, Market Administrator, Puget Sound Washington Milk Marketing Area. Information Reports 1957.

cattle and calves including beef breeds and cull dairy stock. Sales are made to country buyers from Puget Sound area meat packers, and some producers truck livestock across the Sound or as far south as Grays Harbor. An important local market is a meat packing plant at Port Angeles. There are two custom slaughter houses in the Sequim-Port Angeles area which prepare meat for cold storage lockers. Most of the fresh meat requirements of the Olympic Peninsula comes from the local livestock raising and meat packing industries.

Although no figures are available, an important type of livestock marketing includes sales of registered or confirmed dairy breeding stock. The Sequim-Dungeness area is noted for Guernsey and Jersey registered livestock which are exported to many parts of the United States and abroad.

Table 24.- Livestock and Livestock Products Marketed
Clallam County, 1954

Class of Livestock Products Sold	Quantity Marketed	Amount Received by Farmers
<u>Dairy Products</u>		
Whole milk-----	39,248,757 lbs.	\$1,709,442
Butterfat-----	139,297 lbs.	80,252
Total all dairy products		\$1,789,694
<u>Poultry and poultry products</u>		
Chickens-----	24,218 birds	\$ 21,956
Eggs-----	457,172 dozen	230,779
Turkeys, ducks, geese-----		20,571
Total all poultry & poultry products		\$ 273,306
<u>Animals sold alive</u>		
Cattle-----	2,880 head	\$ 307,502
Calves-----	2,840 head	65,557
Hogs and pigs-----	732 head	16,959
Sheep and lambs-----	296 head	4,570
Horses and mules-----	18 head	1,012
Total all animals sold alive		\$ 395,600
<u>Other livestock and livestock products sold</u> -----		\$ 1,180
Total amount received for livestock and livestock products-----		\$2,459,780

Source: U.S. Census, Agriculture

Poultry and Egg Marketing

Poultry products are the third most important farm marketed item in Clallam County. Total live poultry and egg sales amounted to \$273,300 in 1954. Eggs were by far the leading item sold. Over 230 farms sold eggs to established markets and by local vending. A major portion of egg sales were made by producer members of the Washington Cooperative Farmers Association to the association's branch plants at Sequim and Chimacum. Live poultry--chickens and turkeys--were minor products sold through the cooperative and to local independent handlers.

Marketing Crops

Commercial crops made up only about 8 percent of Clallam County marketings in 1954. All crops sold locally and shipped out to regional markets brought returns of about \$206,000. Forage and feed crops of hay and grain marketed locally to dairy, livestock and poultry farms were the most valuable. Major feed crops sold were: 12,000 bushels of oats, 4,500 bushels of barley and 3,000 bushels of wheat with a total value of about \$50,000; 63,900 pounds of dry field peas valued at about \$600 and 100 tons of hay valued at \$2,000. Potatoes, grass seeds and silage were other commercial feed crops.

Berry and fruit sales in 1954 were valued at nearly \$47,000. Most berries and fruit were sold locally to fresh markets or shipped to processors in the Puget Sound area. Some were vendored at roadside. Strawberries amounting to 172,000 pounds and raspberries at 4,225 pounds were most valuable, returning about \$30,000. Apples, cherries and filberts were other minor items sold locally.

Commercial vegetables marketed have varied according to demands of local fresh markets and processor demands in western Washington. Sales have varied from \$21,000 down to \$6,300 per year. Green peas for fresh market have been the most valuable vegetable crop sold in recent years. The Seattle area is the primary fresh market outlet but some of the truck crops grown in the Sequim-Dungeness area are sold in nearby Port Angeles and Port Townsend.

Table 25.- Crops Marketed From Clallam County Farms, 1954.

Type of Crop Sold	Amount Received By Farmers (Dollars)	Percent All Crops Sold
Field Crops (hay, potatoes, feed grains, etc., dry field peas)	\$419,100	57.7
Fruits, Nuts and Berries (apples, strawberries, raspberries, filberts)	46,930	22.7
Horticultural Specialties (cut flowers, plants, florist greens, bulbs, seeds, etc.)	33,850	16.5
Vegetables (sweet corn, green peas, snap beans, etc.)	6,325	3.1
Total amount received by farmers for cash crops	\$206,205	100.0

Source: U.S. Census, Agriculture

Marketing Forest Products

Farm forest products are increasingly important in Clallam County. A majority of farms in this Olympic Peninsula area have woodlands. In 1954 the Census found that 55 to 250 farms each year were selling four major types of forest products such as firewood, sawlogs, fence posts and pulpwood. For the items in the Census survey the total sale value was over \$188,000. The Census, however, did not enumerate sales of Christmas trees, cascara bark, sword ferns and other minor products which would add significantly to this value.

Clallam County woodland owners market a large volume of pulpwood and sawlogs to mills at Port Angeles and Port Townsend. Port Angeles is a major pulp and paper manufacturing city. In 1954 pulpwood was the major item sold from farm woodlands, amounting to over 12,600 cords valued at over \$150,000. About 2,500,000 board feet of sawlogs valued at about \$30,000 were also sold by farm woodland owners. The value of farm forest products in Clallam County in 1954 ranked seventh among Washington counties. In value of pulpwood sales from farms it ranked second in the state.

Table 26.-- Forest Products on Farms, Clallam County, 1954

Type of Product	Farms Reporting	Quantity
Firewood and fuelwood cut-----	254	2,231 cords
Fence posts cut-----	104	11,512 posts
Sawlogs and veneer logs out-----	55	2,503 M bd. ft.
Pulpwood cut-----	151	12,643 cords
Total value of farm forest products sold and used on the farm-----	171	\$188,407

Source: U.S. Census, Agriculture

Specified Farm Expenditures, Farm Operation Costs

Clallam County farmers who reported expenditures in 1954 spent over \$975,800 during the year for feed, labor and supplies used in crop and livestock production. Chief farming expense was for livestock and poultry feed. Nearly 860 farms bought feed and this cost totaled \$621,100 during 1954. As an average, feed costs ran about \$725 per farm. Gasoline and petroleum products for farm trucks, vehicles and tractors was the second major expense. Wages paid for hired labor was third. In 1954 the farm-work payroll within the county was nearly \$124,000. Since the last Census in 1949 costs for labor, machine hire, petroleum and fertilizers have increased.

Servicing and supplying Clallam County's 1,032 farms is an important basis of business in Port Angeles, Sequim and Forks. This farm trade area is a market for over \$900,000 worth of supplies and services each year.

Table 27.-- Specified Farm Expenditures in 1954, Clallam County

Type of Expenditure	Farms Reporting	Expenditure of all Farms	Average Per Farm
Machine hire.....	361	\$ 68,830	\$190.66
Hired labor.....	242	123,915	512.04
Feed for livestock and poultry	857	621,108	724.75
Gasoline, petroleum fuel & oil	782	136,790	174.92
Commercial fertilizer.....	186	23,610	126.93
Lime and liming materials.....	40	1,565	39.12
Total production costs.....		\$975,818	

Source: U.S. Census, Agriculture

Agricultural Income Compared to Other Income Sources

A study published in 1951 has shown that net income derived from net profits in agriculture in Clallam County is in the range of \$1,400,000 to \$1,500,000 per year. In the last year analyzed, 1952, it was found that net income from agriculture from all farms totaled \$1,562,000. This most recent study at Washington State College also showed that agricultural income had gained slightly in importance in the county economy.

Agriculture has a minor position in Clallam County which has primarily a forest-products manufacturing economy. Income from manufacturing, trade and service, government and construction all exceeded agriculture. Only about 3 to 4 percent of all income in Clallam County in 1952 was coming from agriculture.

Table 28.- Types and Sources of Income 1950-1952, Clallam County 1/

Type and Source of Income	Income in Dollars by Years			Percentage of County Income by Years		
	1950	1951	1952	1950	1951	1952
Agriculture	\$ 1,420,000	\$ 1,397,000	\$ 1,562,000	3.4	3.1	3.3
Construction	1,726,000	2,168,000	2,316,000	4.2	4.9	4.9
Government	3,656,000	4,291,000	4,738,000	8.8	9.6	10.1
Manufacturing	15,461,000	17,158,000	17,694,000	37.3	38.6	37.6
Service	4,212,000	4,539,000	4,900,000	10.2	10.2	10.4
Transportation, Communication and Utilities	1,705,000	2,145,000	2,307,000	4.1	4.8	4.9
Trade	5,412,000	5,874,000	6,150,000	13.0	13.2	13.1
Miscellaneous	870,000	787,000	852,000	2.1	1.8	1.8
Property Income	2,776,000	2,939,000	3,194,000	6.7	6.6	6.8
Other Income	4,253,000	3,221,000	3,331,000	10.2	7.2	7.1
Total	\$41,491,000	\$44,489,000	\$47,044,000	100.0	100.0	100.0

1/ John A. Guthrie and Stanley E. Boyle, County Income Payments in Washington, 1950-1952. Pullman, Wash., Washington State College, Bulletin No. 26.

Level of Living on Clallam County Farms

On the whole, farm people have not enjoyed a level of living as high as city people. Farm incomes measured in dollars received for labor or goods sold average lower than urban incomes. City people also have readily available more conveniences. Because of isolation and widely scattered homes it is more difficult for farmers to get electrical, telephone, sewer, running water and even highway service. These often are too costly for private utility companies and government to provide for all rural residents, particularly in mountainous areas. In numerous cases, incomes in some regions are too low for farmers to put in their own electrical, water and other service conveniences which people living in compact city neighborhoods take for granted.

Clallam County's farming districts compare favorably with those of all rural areas of America and the State of Washington in living conditions. In living standards Clallam County farms as an average are considerably above the

national, but slightly below the state average. A recent study at the State College of rural living levels found that Clallam County had an index of 145 compared with 122 for the United States and 154 for the State of Washington.

Although many of the farm homes in the better soil belts in the Sequim-Dungeness valley lowland and in the vicinity of Port Angeles are well-equipped and serviced, the county average is reduced by numerous cases of isolated farm places in foothill and interior locations. Rural electrical service, while below the state in percentage of farms reached, is available to 89 percent of all farms. The use of electrical home appliances, telephones and modern plumbing is about at the state farm average level. About 25 percent of Clallam County farms are 10 miles or more from a trading center, while over the state in general only 20 percent are this remote from a center.

Table 29.- Indices of Level of Living of Clallam County Farm Families, 1950 Compared with State and National Averages

Index Items	Percentage of total farm families with listed index items		
	United States	Washington	Clallam County
Farm Family Level-of-Living	122	154	145
Median Income per Family	\$1,567	\$2,380	\$2,402
Electricity	78.3%	92.5%	89.0%
Electric Hot Water Heater	17.4	49.1	47.9
Electric Washing Machine	58.7	85.4	84.4
Home Freezers	12.1	14.5	10.0
Mech. Refrigerators	62.7	77.4	87.3
Telephone	38.2	57.5	65.2
Hot and Cold Water Plumbing	23.8	70.4	74.7
Central Heating	18.1	17.8	19.0
Houses with More than One Person per Room	22.3	15.7	16.9
Automobiles	63.0	77.6	78.0
Travel 10 Miles or More to Trading Center	21.4	20.5	25.1

Source: Walter L. Slocum and Carol L. Stone, The Farm People of Washington at Mid-Century. State College of Washington, Washington Agric. Exp. Stations. Bulletin 557, February 1955. Pullman, Washington

Clallam County agriculture, while impeded by isolation from major markets, forests which are difficult to clear, and a generally poor glacial soil in its valley lowlands, has made steady progress. Farming has been secondary to forest-resource based industries over most of the county. The Dungeness Valley was developed as one of the state's important dairy and irrigated crop districts. Over much of the county, farming has been practiced as an important supplement to logging, lumbering and pulp and paper manufacturing. Most farmers are on a part-time basis, working off their farms in industries. However, the small number of full-time commercial dairy and livestock farmers together with the more numerous part-time farmers are an important part of the Clallam County and Puget Sound economy of today. Numerous well-managed dairy, livestock and specialty crop farms stand as monuments to persevering pioneers who chose their homes in the once-remote Olympic Peninsula.